

Message Text

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PAGE 01 PEKING 00668 230942Z

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E.O. 11652: GDS

TAGS: ETRD CH US

SUBJECT: USG ACTIVITIES AT CANTON FAIR

SUMMARY: USLO ECONOMIC/COMMERCIAL CHIEF HOROWITZ CALLED ON CANTON FAIR DEPUTY SECRETARY GENERAL WANG YUNG-CHIEN ON APRIL 20. THE DISCUSSION TOUCHED UPON THE ABSENCE OF HONG KONG CONGEN OFFICERS, TCK WHEAT SMUT, AND US STEEL SCRAP EXPORT CONTROLS, WITH WANG TAKING PREDICTABLE POSITIONS ON EACH ISSUE. ON APRIL 22 WANG LED A TWENTY-MAN DELEGATION OF FAIR OFFICIALS TO A RECEPTION FOR REPRESENTATIVES OF US FIRMS AT THE FAIR. THE RECEPTION WAS A SUCCESS AND WITNESSED A GOOD INTERCHANGE BETWEEN CHINESE AND US BUSINESSMEN PRESENT. END SUMMARY.

1. USLO ECONOMIC/COMMERCIAL CHIEF HOROWITZ, NOW AT THE CANTON FAIR, PAID A COURTESY CALL APRIL 20 ON FAIR DEPUTY SECRETARY GENERAL AND MFT THIRD DEPARTMENT DEPUTY DIRECTOR WANG YUNG-CHIEN (STC 3769/3057/?). LAST FALL AND SPRING USLO OFFICERS CALLED ON P'ENG CHING-PO (STC 1756/6855/3134) WHO HOLDS THE SAME FAIR AND MFT TITLES AS WANT AND APPEARS TO HAVE RESPONSIBILITY FOR PRC-NORTH AMERICAN AFFAIRS. FOR SOME TIME, HOWEVER, P'ENG HAS BEEN SUFFERING FROM SERIOUS HEART TROUBLE AND HE IS NOT AT THE CURRENT FAIR. DURING THE DISCUSSIONS

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PAGE 02 PEKING 00668 230942Z

WITH WANG, THE FOLLOWING SUBJECTS WERE MENTIONED:

A) VISAS FOR HONG KONG CONGEN OFFICERS - IN CONTEXT
OF DISCUSSION ON THE NUMBER OF US BUSINESSMEN IN CANTON
DURING THE FIRST WEEK (ABOUT 60), HOROWITZ NOTED THAT
CONGEN HONG KONG OFFICERS ARE CLOSELY INVOLVED IN PROMOTING
SINO-US TRADE AND THEIR ABSENCE FROM CANTON THUS
FAR MAKES IT DIFFICULT FOR US TO RENDER ALL APPROPRIATE
ASSISTANCE TO AMERICAN BUSINESSMEN AT THE FAIR. WANG
DID NOT REPLY DIRECTLY, BUT HE LATER NOTED THAT AFTER
HOROWITZ LEAVES CANTON USLO OFFICER ROPE WILL BE AT THE
FAIR. THUS, HE SAID, USLO WILL HAVE SOMEONE IN CANTON
TO HELP US BUSINESS REPRESENTATIVES THROUGHOUT THE FAIR.

B) TCK WHEAT SMUT PROBLEM - HOROWITZ RAISED THIS
ISSUE IN CONTEXT OF DISCUSSION ON THE NEED FOR MUTUAL
UNDERSTANDING AND COOPERATION IN EFFORTS TO EXPAND SINO-
US TRADE. HE REITERATED THE USG POSITION OF STRONG
SUPPORT FOR AN EXCHANGE OF DELEGATIONS PROPOSED BY THE
GRAIN SUPPLIERS. WANG AVOIDED COMMENT ON THE DELEGATION
PROPOSAL AND SAID ONLY THAT THE WHEAT SMUT QUESTION
IS BEING HANDLED BY THE CHINA NATIONAL CEREALS, OILS
AND FOODSTUFFS IMPORT AND EXPORT CORPORATION AND THE
US COMPANIES CONCERNED.

C) STEEL SCRAP CONTROLS - IN A SHORT DISCUSSION
OF THIS PROBLEM, WANG PREDICTABLY TOOK THE POSITION
THAT "A CONTRACT IS A CONTRACT" AND ASKED HOROWITZ TO
ASSIST IN GETTING ALL US SUPPLIERS WITH WHOM CHINA HAS
SIGNED CONTRACTS TO BEGIN DELIVERING SCRAP WITHOUT DELAY.
HOROWITZ REVIEWED BRIEFLY THE REASONS FOR THE US CONTROLS
ON THE EXPORT OF SCRAP, STRESSED USG EFFORTS TO ADMINISTER
THE CONTROLS FAIRLY, AND SAID THAT WE ARE DOING OUR BEST
TO KEEP PRCLC IN WASHINGTON AND THE CHINA NATIONAL METALS
AND MINERALS IMPORT AND EXPORT CORPORATION IN PEKING
FULLY INFORMED ON THE MATTER.

2. WANG, WHO HAS BEEN FRIENDLY WHENEVER WE HAVE ENCOUNTERED
HIM, WAS CORDIAL THROUGHOUT THE MEETING. HE TWICE MADE
THE POINT THAT AMERICAN BUSINESSMEN ARE VERY WELCOME TO
THE FAIR. HE ALSO ACCEPTED AN INVITATION TO HEAD A
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PAGE 03 PEKING 00668 230942Z

DELEGATION OF FAIR OFFICIALS TO A RECEPTION FOR AMERICAN
AND FOREIGN REPRESENTATIVES OF US FIRMS WHICH HOROWITZ
GAVE APRIL 22.

3. THE LATTER RECEPTION WAS ATTENDED BY 120 PEOPLE,
INCLUDING 20 CHINESE OFFICIALS. IN ADDITION TO WANG,
THE CHINESE CONTINGENT INCLUDED THE HEADS OR DEPUTY
HEADS OF ALL STATE TRADING DELEGATIONS AT THE FAIR.
AMONG THEM WERE SEVERAL KEY NEGOTIATORS WHO HAD BEEN
INVOLVED IN A NUMBER OF SINO-US TRANSACTIONS. ON THE

WHOLE, THE CHINESE SEEMED A MORE IMPRESSIVE GROUP THAN
ATTENDED A SIMILAR US RECEPTION LAST FALL, AND THERE
WAS A GOOD INTERCHANGE BETWEEN THE CHINESE AND US
BUSINESS REPRESENTATIVES PRESENT.

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